



GETTING THROUGH WINTER AND WAITING FOR THE WARMER WEATHER.

Welcome to our winter newsletter.



No doubt you are hunkered down and waiting for the warmer weather to return. For now though, getting through the winter with healthy hives is important, so we are focusing on AgriSea Bee Nutrition for optimal hive health during the coming winter months.

Despite many uncertainties in the future, it is important to remember that the team at AgriSea are here for you and here to help. Please feel free to reach out to our team for whatever reason - be it advice, product purchases, or a general catch up.

Clare, Tane and the mighty team at AgriSea.

ENSURE OPTIMAL HIVE HEALTH OVER WINTER WITH AGRISEA BEE NUTRITION.

The majority of beekeepers are catching up on the backlog of tasks and preparing for the new season. Harvest reports from around the country have been varied from good to poor, with one beekeeper describing his crop harvest as "pretty average".

The middle of winter is the perfect time to add AgriSea Bee Nutrition in with feed supplements to ensure optimal hive health as we head through winter and get ready for the next season.

During winter we recommend beekeepers add AgriSea Bee Nutrition at 30ml per L of sugar syrup. As soon as spring arrives, and focus turns to increasing brood productivity, ensure you continue to feed AgriSea Bee Nutrition at 30ml per L of sugar syrup for optimal health.



WIN
A 750L DEVAN TANK

See page 3 for details on how to **WIN**

FEEDBACK FROM OUR OFFSHORE DISTRIBUTORS

John Edmonds update from Australia.

“In the past Australian mainland beekeepers have not had to feed their bees, but environmental changes have brought on the need for feeding. The addition of AgriSea Bee Nutrition is very easy and a safe way to improve the breeding and health of the bees.”

Prolonged droughts, lack of floral resources, and loss of forests from bushfires has resulted in a shortage of strong beehives for pollination of Australia's crops - especially almonds and blueberries. Also small Hive Beetle are breeding in the pollen supplements fed to the bees and this can be a problem. Feeding AgriSea with sugar syrup, in sugar cakes, or in water sprayed over the bees and combs is an easy way to get nutrition to our bees.

It is pleasing to see repeat orders from customers and larger volumes being purchased. Beekeepers can see the improvement in their beehive strength and I expect feeding AgriSea to the bees will become a normal part of our preparation for meeting pollination standards and queen breeding.

Lately orders have been coming in daily for AgriSea and I am sending orders into NSW. I expect greater sales this spring as more beekeepers learn about using AgriSea.”

Customer Feedback Valued

In each of our newsletters, we have a segment focused on customers in the Apiculture Industry who use AgriSea Bee Nutrition as a supplement in their commercial operations.

Due to Covid-19 restrictions there is a delay in getting face-to-face interviews to you, however with a bit of creativity we are hoping to get more customer profiles out in the future.

Please get in touch if you have any feedback or advice that you would like to share with us and other beekeepers who use AgriSea Bee Nutrition. Customer feedback is always valued as it helps drive future product developments and provides industry insight.

HUNT AND GATHER BEE CO.

Star on Hyundai Country Calender.

On the 5th of April, whilst in Alert Level 4 lock-down AgriSea customers Hunt and Gather Bee Co. made their TV debut on episode 6 of Hyundai Country Calendar.

Rory and Hannah O'Brien are long standing customers who use AgriSea Bee Nutrition as a key tool in their business and have assisted us with some trial work. It was fantastic to see how the pair (and their adorable helpers) have grown their Raglan based business

into the family focused, sustainable, and local brand it is today.

Thank you, guys, you should be incredibly proud - and congratulations on the newest addition to the family!



Rory and Hannah O'Brien and family.

Tane with the team from Hunt & Gather Bee Co.

'CONGRATULATIONS TO OUR VERY OWN CLARE BRADLEY...

...for taking out the supreme award as the Rural Woman of the Year, more details in attached link.

Clare Bradley from pioneering seaweed company AgriSea has been named the supreme winner at the NZI Rural Women NZ Business Awards.

Bradley earlier won the award's Love of the Land category and said it was a good opportunity to celebrate rural businesses.

"I think people's remoteness is not a reason or an excuse anymore not to develop businesses.

"It was really great to be able to celebrate everyone's passions and achievements and the multiple hats we all wear as rural women."



WIN A 750L DEVAN TANK

GO INTO THE DRAW TO

WIN

A 750L EASY TANK

proudly

supported by the team at Devan Tanks

Apiculture businesses use Devan Tanks for feed storage.

Tanks sizes range from 600L to 30,000L and are all made in New Zealand.

plus

**PURCHASE 100L
OR MORE DURING
THE MONTH OF AUGUST
AND RECEIVE AN
AGRISEA SWANDRI FLEECE**

(while stocks last)



FEED PREFERENCE TRIAL

From the many years working with beekeepers, training academies such as PCTI, and research institutes including Plant and Food Research - AgriSea has learnt that, just like us, bees develop preferences for certain foods.

What we do know is that bees have a natural preference in the wild for seaweed (as often seen flying to beaches), but we had never actually trialled to see for ourselves. This prompted the question: how do we know if bees prefer AgriSea Bee Nutrition over other nutrition sources?

With this in mind, AgriSea ran a trial at eight different apiary sites to see how our product stacked up on the preference scale. At each site, in the dual feeders hives were fed AgriSea and sugar syrup, alongside six different commercially available Bee nutrition products. This occurred for three feeding rounds.

It was observed that in all instances the feed including AgriSea Bee Nutrition was consumed at the fastest rate.



Observations from this trial are not intended to discredit other competitors on the market, but to encourage our customers to set their own trials up and see the difference for themselves!

INCREASED HONEY PRODUCTION WITH AGRISEA BEE NUTRITION

You may remember back in 2017 when AgriSea received a Callaghan Innovation Grant for Plant and Food Research to investigate how our Bee Nutrition benefits bee health. The independently run trial provided a great snapshot of what our product benefits are and formed the basis of an internally run trial the following season.

AgriSea - alongside commercial beekeepers from Hunt and Gather Bee Co., Dansar Bees, and Pacific Coast Technical Institute - carried out a trial across three apiary sites in the Raglan, Paeroa, and Putaruru regions. The trial commenced last Autumn (April 2019) and ran right through until the end of the 2020 honey harvest, with beekeepers independently managing their hives and collecting data on a regular basis. AgriSea hives were fed in Autumn at 30 ml/L sugar syrup and control hives were fed sugar syrup only.

Results analysed to date show a consistently higher amount (%) of capped honey cells in the AgriSea hives across all sites. Furthermore, those AgriSea hives started capping honey earlier in the spring than the control hives. This was reflected in the increased honey yields taken off AgriSea fed hives with increased production ranging from 20 - 123%.

Colonies that had the late summer supplement feeding always came out of winter stronger than hives that had a good amount of honey stores and didn't require supplement feeding. A noticeable difference was the larger spring brood nests in the seaweed supplemented hives. These hives always went on to collect at least an extra box of honey due to having more foragers available.

"I have continued to use the AgriSea Bee Nutrition with the same consistent results every year."

Dan Martin Dansar Bees



"I have been using Agrisea Bee Nutrition for six years. I started using the seaweed based product as I was looking for a source of amino acids to incorporate with my late summer and spring supplement feeding program."

APIMONDIA

It was a great privilege to attend and showcase our AgriSea Bee Nutrition at the 46th International Apicultural Congress (Apimondia) held in Montreal in September 2019.

In true kiwi style we shared space and resources with local New Zealand company Ceracell, we also had one of our large Australian distributors at the congress to talk with customers about the benefits our Bee Nutrition is providing Australian beekeepers in the varying climates and feeding regimes. AgriSea Bee Nutrition is also quickly being recognised as leading the way in providing essential nutrients and amino acids to help out bees in the Almond pollination market. And we look forward to sharing more detail as this comes out.

After Apimondia, Tane headed over to Los Angeles to visit Alisha Taff from Rock Front Ranch in Cuyama. Alisha has been a key-note speaker at the New Zealand Apiculture conference for the past few years. Alisha has a huge amount of knowledge and passion for the nourishment of bees and we are continuing to work with Alisha for USA development.

John Caron our US/CAN distributor from Pierco also joined our trip and we were able to see some experimental hives and understand how the feeding regime works with the feed buckets.

Soon after this meeting we sent a container load of product over to large bee keepers to support their operations - which has quickly sold out and is being restocked.

As well as being a great educational trip we managed to gather information from around the world - we look forward to continuing our journey of providing beekeepers with sustainable, organic, GMO free and effective nutrition.



WATCH OUR **NEW** SUSTAINABLE SEAS VIDEO

GOOGLE SEARCH "AGRISEA - YOUTUBE" TO VIEW
<https://www.youtube.com/watch?v=k7U5rcMBqzU>



AGRISEA AND PACIFIC COAST TECHNICAL INSTITUTE

Over the past five years we have partnered with PCTI on a number of projects including the Bees in Schools programme of which we have hives onsite for the school/adult students. AgriSea is also providing bee nutrition products and various industry and community education days.

Employers: Get Your Beekeepers Qualified

To achieve the New Zealand Certificate in Apiculture you need to successfully complete a programme through an approved provider. PCTI is an approved provider and can offer a few different options to get your staff qualified.

Qualifying Experienced Beekeepers

PCTI works with employers and their existing experienced beekeepers to agree on a plan to get them qualified. This will involve putting together an evidence portfolio using the routine tasks required to perform their jobs in your Apiary. We find that this process generally covers off the majority of the practical or skill based requirements and then we will identify any remaining areas of knowledge that may need training workshops and assessments to be delivered.

The combination of these processes will result in your existing staff, achieving the Certificate in Apiculture (Level 3).

We can offer this service right across New Zealand
Minimum numbers would apply.

Course Modules:

1. Hive Construction
2. Hive Management
3. Bee Behaviour
4. Trees for Bees
5. Harvesting
6. Shifting Bees
7. Disease Management
8. Chemical Handling



For more information contact the team
at Pacific Coast Technical Institute.

0508 287 246 | admin@pcti.co.nz



AGRISEA NEWSLETTER OF NZ BEEKEEPING INC. CONFERENCE

New Zealand Beekeeping Inc.,
Waikato Branch wish to invite
everyone who is interested, to
come to our friendly conference
to be held at the Wairakei Resort,
Taupo on Friday 21st and Saturday
22nd August. **EVERYONE IS
WELCOME**, whether you are a
member of our organisation or not.

There is a wide range of topics
on offer, that allow for questions
to be asked at the end of each
presentation and a couple of
sessions where we will encourage

audience participation, so that
we can exchange ideas that you
and others may find useful to your
business or hobby. Topics include
a broad range: economics and how
the industry can improve profitability
to thinking outside the beehive,
Biosecurity, and pollination with new
and upcoming Scientific Research.
A presentation will be given on a
research project to be launched
this spring which is headed by NZ
Beekeeping Inc. but gaining industry
wide backing – it could change how
we market honey in the future.

We have allowed for longer meal
breaks that will provide extra time
for chatting to fellow beekeepers
and talking with sponsors – who are
essential to us being able to put on
this conference.

Over the two hour lunch break we
will have some hives on site, so will
have some demonstrations – bring
your bee-suit, and an umbrella or
coat to enable you to participate.
We have AFB detector dog
demonstrations as well.

There is a limited number of seats for seminars,
Early Bird Registrations end **7th August 2020** book now at
<http://nzbeekeeping.co.nz/wairakei-resort-taupo-2020>



OVER THE LAST YEAR

It's been a busy 12 months for AgriSea but it's not until you start to take a look back you realise why time flies!

Jacinda pop's in for lunch

It was a privilege and an honour to be asked by the government if we had time to host our Prime Minister and members of her staff. We organised an informal talk about AgriSea and the work we are doing, had some yummy lunch together and gave a factory tour. The visit was on a Wednesday when we as a team sit down for a home cooked meal often prepared by Jill, it was also school holidays so the whole staff and their children were involved too. Jacinda enjoyed the tour. We look forward to continuing the conversation about the importance of seaweed to our marine ecosystems and to our economy.

"If you're ever passing Paeroa this is the best day (Wednesday) to pop in"
Jacinda Arden, Prime Minister.

New building gets a makeover

We are continuing to improve our capabilities with our new 20 acre rural property here in Paeroa. The team have been moving walls, purchasing new equipment, painting, planting trees for bees. We are in the process of replanting an old Wetland with the support of the Wetlands Trust and Te Whangai Trust phase one is set to be completed in late August.

Future technology & R&D

AgriSea is very much a leader in both bioactives and innovation. We work with a range of partners including AgResearch, Waikato Uni, Callaghan Innovation, PCTI, Lincoln Uni, Otago Uni and many more to ensure we are continuing meaningful research, which helps to support our environment and our people for generations to come. We have some big announcements coming up in the next few months so look out for this in the New Zealand Herald and on our website.

Education/Filming/Media

We were again fortunate for the 5th consecutive year to bring over International Soil Scientist Dr Christine Jones. She is an expert on regenerative farming and provides farmers and growers practical and applicable tools to enhance their farms and animal health. We had over 700 attendees across five workshops – later in 2020 we hope to bring her out for more education workshops. We have hosted film crews from both New Zealand and overseas over the last twelve months with features around sustainability, seaweed and our environment, and the future of farming. We have also been in multiple articles including a double page in the NZ Herald. We are proud of the interest in seaweed and the great work we are doing back here with our amazing team.

Community

Our communities are the heart of AgriSea and our team - be they at the top of the island or the bottom. We do our best to support as many community groups as possible. Some of the highlights for us this year was the Thames Valley preseason game between the Blues and the Chiefs (please don't ask for the score); Supporting NZ Touch, The Highland Games and having lots of school/university groups through our factory. Winning the best business host with Waikato University, supporting Bees in Schools and holding planting days. Our tent and BBQ trailer is proudly there for community and non-profit groups.



AGRISEA ARE IN YOUR AREA.

Meet your Area Field Consultant.



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Northland
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Murray McEwan
Western Waikato/King Country
027 645 0566



Becca Thomson
South Waikato/BOP
021 668 852



Mark Powick
Hawke's Bay/Gisborne
027 666 2001



Gavin Robertson
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027 666 2025



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Canterbury/West Coast
021 992 154



Chris Boys
Southland/Otago
027 345 9645



Marianne Salmon
Horticultural Specialist
021 895 345



Tony Blatchford
Apiculture Specialist
021 0258 3356



ALSO AVAILABLE FROM
Ceracell Beekeeping Supplies



All the best for the season ahead

From the MIGHTY team at AgriSea.

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